

Montgomery County Response Foreclosures

Meeting #4
July 10, 2009

CountyStat Principles

- Require Data Driven Performance
- Promote Strategic Governance
- Increase Government Transparency
- Foster a Culture of Accountability



Agenda

- **Welcome and introductions**
- **Follow-ups from meeting #3**
- **Evaluating County foreclosure data**
(How is the County doing over time?)
- **Comparing Montgomery County to similar jurisdictions**
(How is the County doing compared to other jurisdictions?)
- **Foreclosure performance measures**
(How is County government doing in addressing foreclosure-related problems?)
- **Wrap-up**



Meeting #4 Goals

The goals of this meeting are to

- Evaluate the current state of foreclosure events in the County and compare to previous quarters
- Assess how the County is doing compared to other similar jurisdictions on housing indicators



Agenda

- Welcome and introductions
- **Follow-ups from meeting #3**
- Evaluating County foreclosure data
(How is the County doing over time?)
- Comparing Montgomery County to similar jurisdictions
(How is the County doing compared to other jurisdictions?)
- Measuring performance of County government
(How is County government doing in addressing housing and foreclosure-related issues?)
- Wrap-up



Follow-up Item Progress

Foreclosures (1 of 2)

Complete

- Analyze the extent of foreclosures in comparable jurisdictions, both regionally and nationally. Include an explanation of criteria by which comparable jurisdictions were selected.
 - CountyStat developed a subset of benchmark jurisdictions focused on housing data, based on the County Indicators project. These data are included in this presentation.

Complete

- Examine available housing market data in order to present foreclosure data in context of the larger County housing picture (i.e. time on market, housing values by type of unit).
 - Using the regional benchmark jurisdictions, CountyStat developed housing market indicators. These data are included in this presentation.

Complete

- Determine whether foreclosures in the County impact new subdivisions more severely than older communities.
 - Single-family detached housing has a high share of units built in the 1950s experiencing foreclosures, while those built since 1990 appear to have a greatly reduced share of foreclosure activity.
 - A similar pattern can be found for single-family attached housing where newer housing is disproportionately less affected by foreclosures but units built in the 1970s and 1980s are experiencing much greater foreclosure activity than their overall share of the housing stock.



Follow-up Item Progress

Foreclosures (2 of 2)

Complete

- Connect tax database with available foreclosure data from RealtyTrac, in order to provide additional information on the County's foreclosure problem (i.e. number of lender purchases that have been resold).
 - Of the 1,347 total Lender Purchases 11% have been resold after foreclosure.
 - Based on work done by DHCA and CountyStat staff, there appears to be no spatial pattern in the occurrence of tax liens in the County.

Incomplete

Complete

- Develop proactive methods to reach out to common ownership communities in the County, including sending information to each community on available DHCA and other County resources.
 - No work has been done on this follow-up yet.
- Analyze the CCOC survey data to determine what additional information can be used to supplement foreclosure analysis.



Agenda

- Welcome and introductions
- Follow-ups from meeting #3
- **Evaluating County foreclosure data**
(How is the County doing over time?)
- Comparing Montgomery County to similar jurisdictions
(How is the County doing compared to other jurisdictions?)
- Measuring performance of County government
(How is County government doing in addressing housing and foreclosure-related issues?)
- Wrap-up



Changing Foreclosure Picture in the County

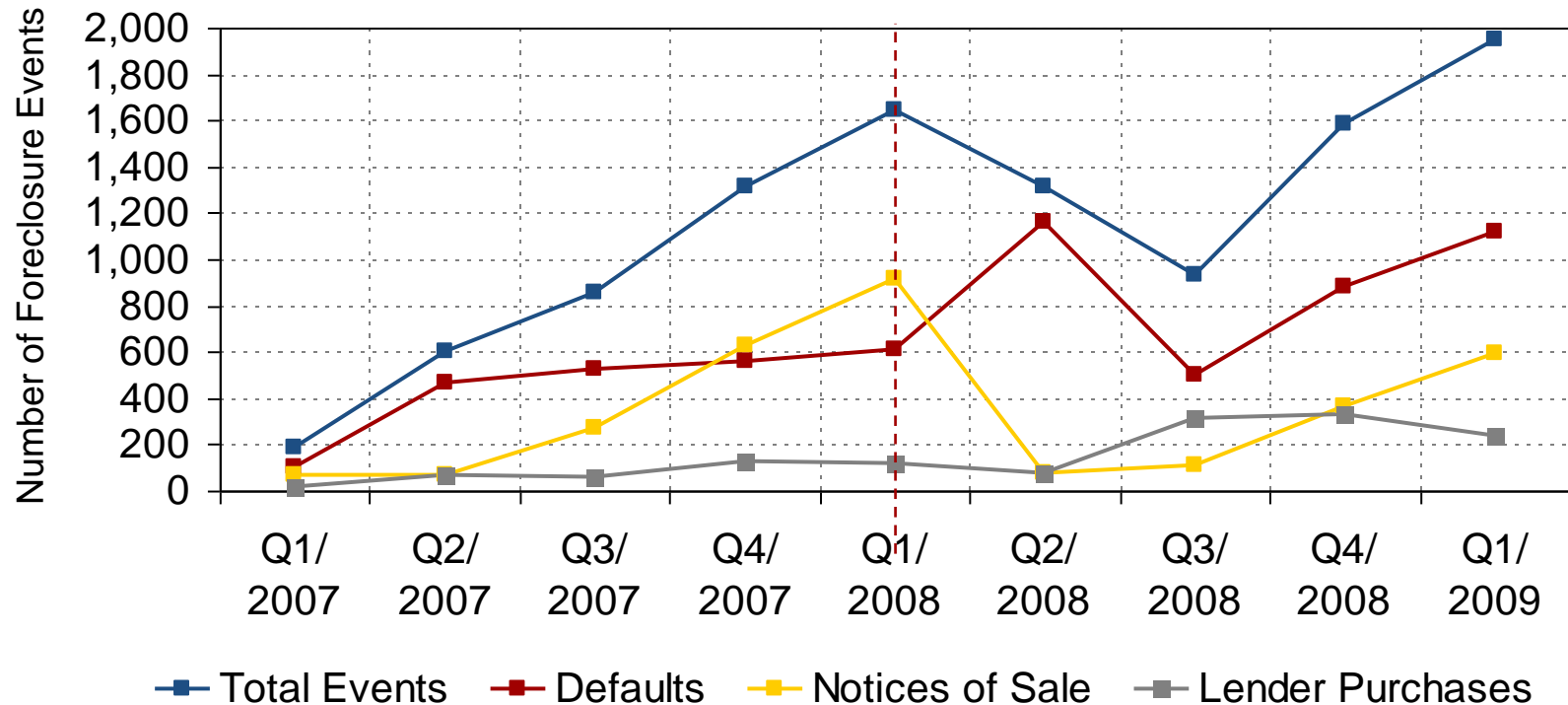
Summary

- **Montgomery County is continuing to experience an increase in foreclosures**
 - 23% over last quarter (Q4/08) and 18% over this time last year (Q1/08)
- **Foreclosures continue to be concentrated in the Up County and Mid County areas**
- **Looking at housing market indicators over the last two years, the County has followed a similar pattern as its regional peers in Maryland and Virginia. On certain indicators, there is some indication that the County has been moving away from its peers in a negative direction.**
- **The County has initiated some foreclosure programming**
 - Cash assistance has been shown to be successful
 - Workshops held in high need areas have had high attendance
 - Counselors have worked with 2,563 clients; 34% of clients report a positive outcome



Changing Foreclosure Picture in the County

Foreclosure events over time



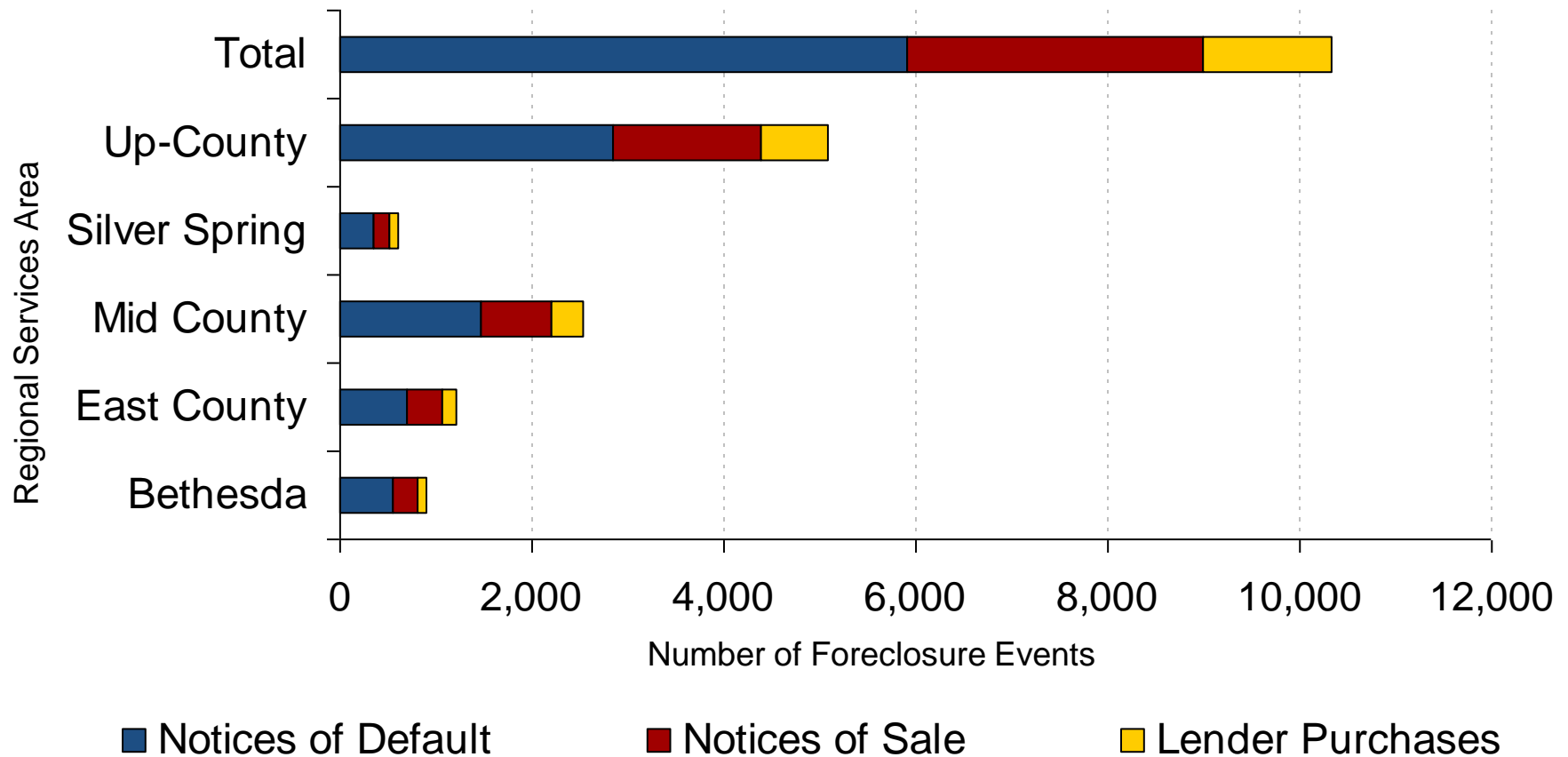
Based on the RealtyTrac data, there has been an increase in foreclosure events from the 3rd and 4th quarter of 2008 and into the first quarter of 2009.

Source: Address-level data provided by RealtyTrac to the Maryland Department of Housing and Community Development (DHCD). The data was then "geocoded" to locate each foreclosure event for use with mapping software. The totals reported from address-level data will not always match DHCD's reported totals at the zipcode, county, or other levels of geography.



Changing Foreclosure Picture in the County

Cumulative Foreclosure Events by Regional Service Area

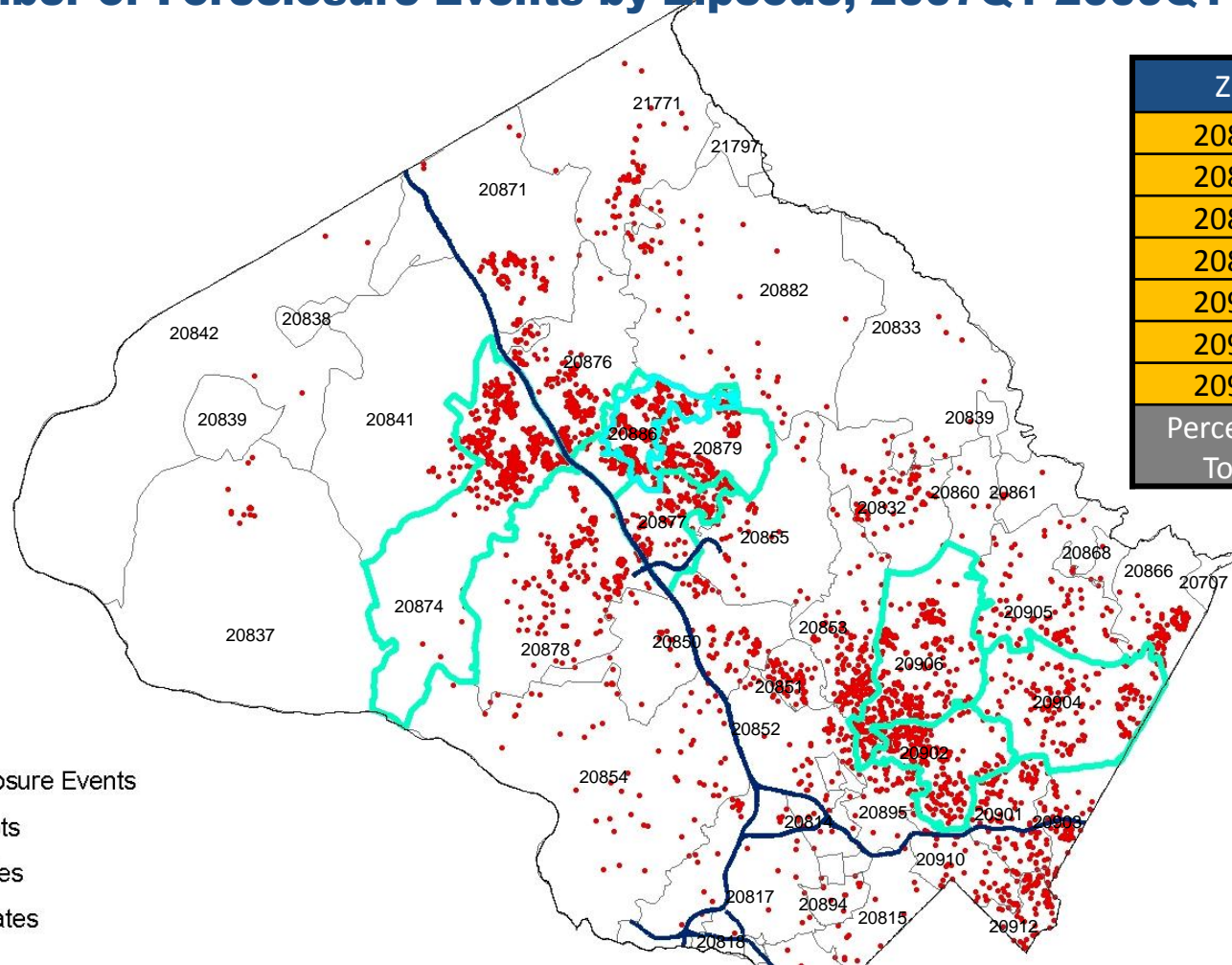


This table reflects cumulative foreclosure figures since the 1st quarter of 2007 through the 1st quarter of 2009.



Lender Purchases and Notices of Sale

Number of Foreclosure Events by Zipcode, 2007Q1-2009Q1



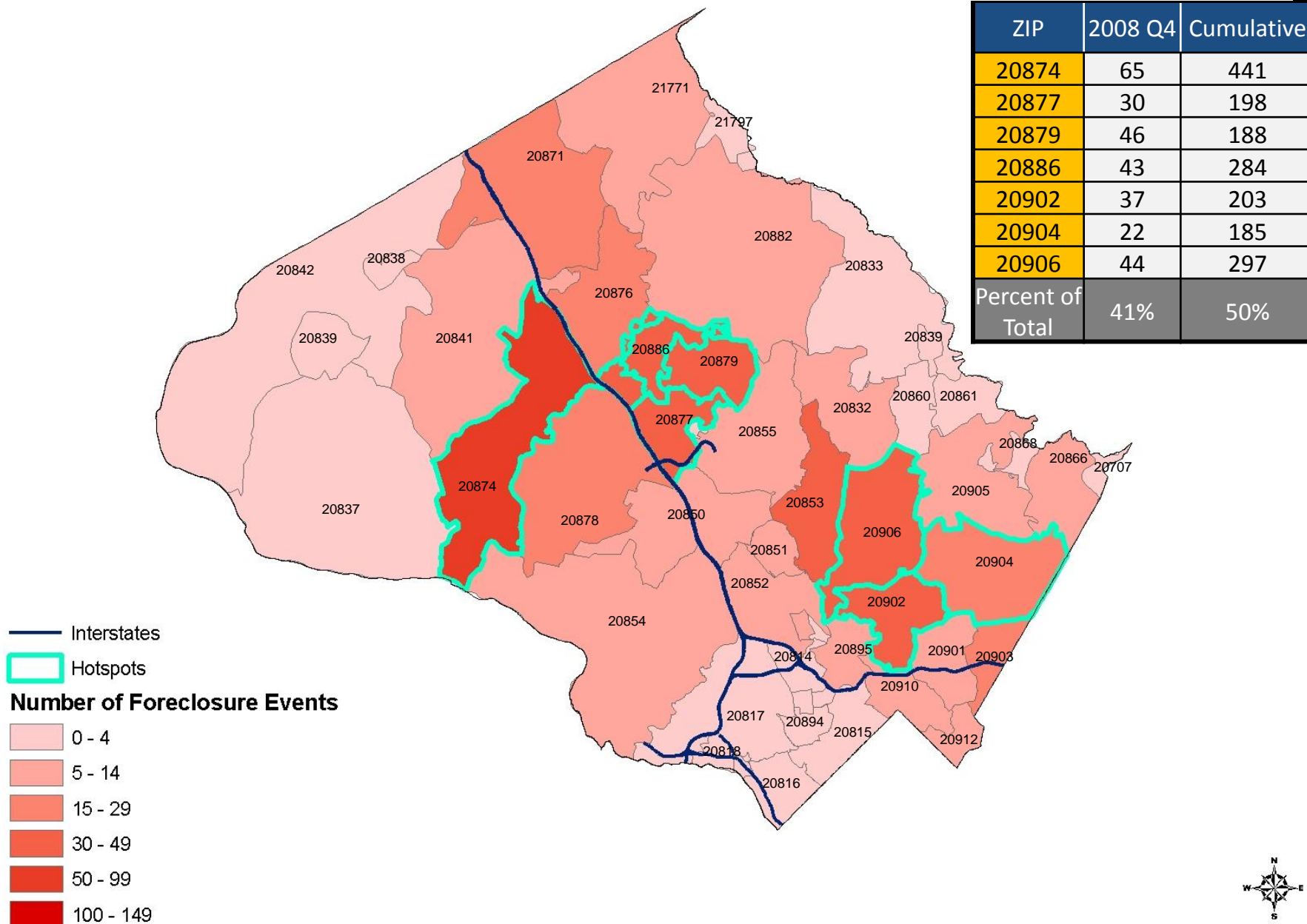
ZIP	Grand Total
20874	563
20877	248
20879	238
20886	360
20902	248
20904	217
20906	385
Percent of Total	51%

Hotspots were selected based on the number of foreclosure events in the zip code. At least 50 percent of events occur in those seven areas each quarter.



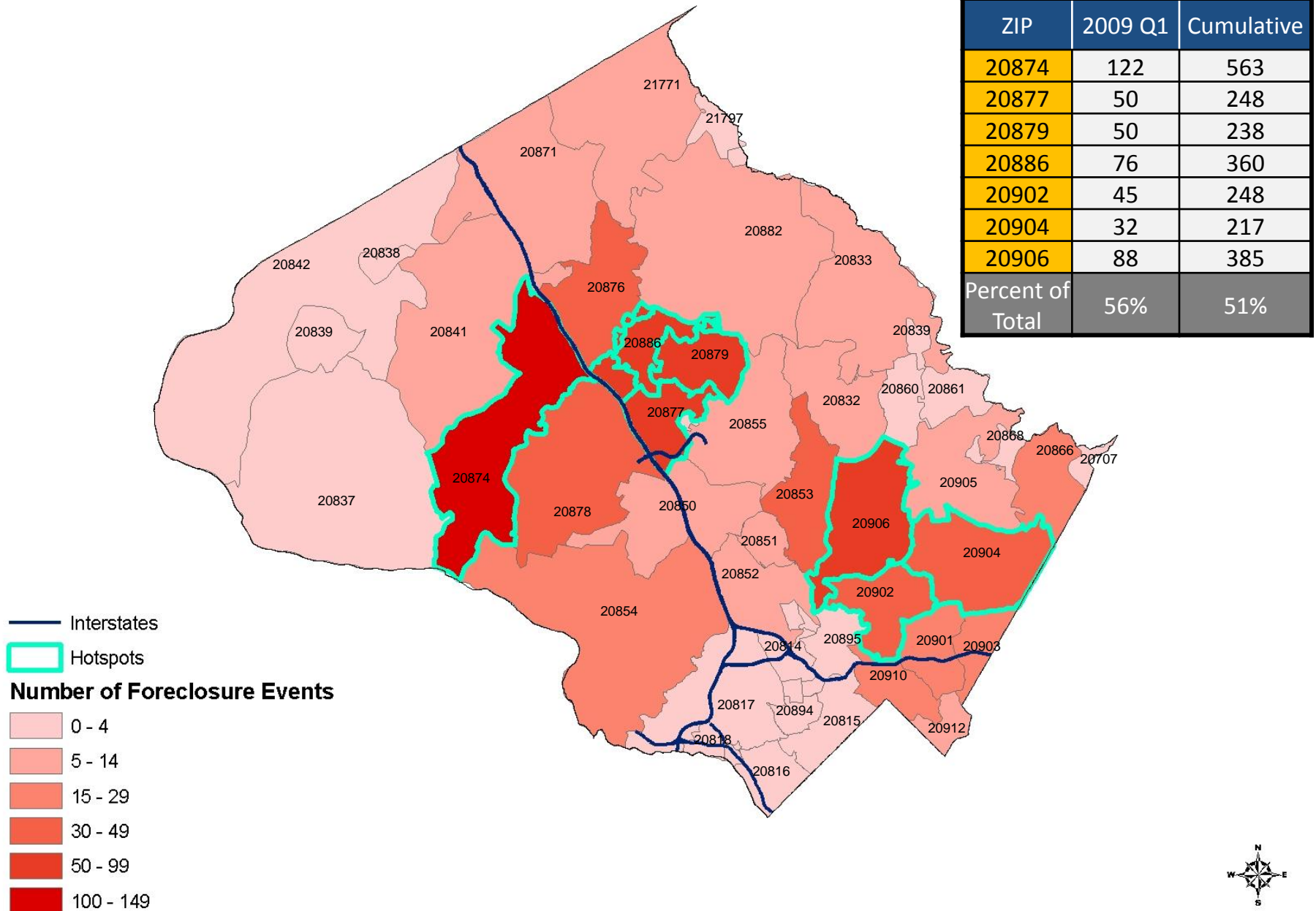
Lender Purchases and Notices of Sale

Number of Foreclosure Events by Zipcode, 2008Q4



Lender Purchases and Notices of Sale

Number of Foreclosure Events by Zipcode, 2009Q1



Agenda

- Welcome and introductions
- Follow-ups from meeting #3
- Evaluating County foreclosure data
(How is the County doing over time?)
- **Comparing Montgomery County to similar jurisdictions**
(How is the County doing compared to other jurisdictions?)
- Measuring performance of County government
(How is County government doing in addressing housing and foreclosure-related issues?)
- Wrap-up



Comparing Montgomery County to Similar Jurisdictions

Summary

- **The County's foreclosure rate continues to slightly below the median when compared to its regional peers, as of April and May**
- **In total foreclosure events, Montgomery County is above the median in the months of April and May**
- **Montgomery County's median home sale price has declined 7% over last quarter (Q4/08) and 21% over this time last year (Q1/08)**
 - It continues to follow a similar pattern to its regional peers and is 4% over the median (Q1/09)
- **Home sales have declined 20% over last quarter, but have increased 1% over this time last year**
 - It continues to follow a similar pattern to its regional peers and is 52% over the median
- **Average days on market has increased 7% over last quarter, and 2% over last year**
 - It continues to follow a similar pattern to its regional peers and is 15% over the median
- **The County's unemployment's has increased 32% over the last quarter**
 - It continues to follow a similar pattern to its regional peers and is at the median



Comparing Montgomery County to Similar Jurisdictions

Methodology

- To determine the relative magnitude of foreclosures in Montgomery County, CountyStat compared it with comparable regional jurisdictions
- Compare Montgomery County on the following dimensions, based on available data from RealtyTrac, Metropolitan Regional Information Systems (MRIS), and the Census Bureau
 - Foreclosure rate (Feb-Apr 09)
 - Foreclosure events over 9 months (Sept 08-May 09)
 - Median home prices (Q1/07-Q1/09, CY)
 - Average days on market (Q1/07-Q1/09, CY)
 - Number of home sales (Q1/07-Q1/09, CY)
 - Unemployment rate (Q1/07-Q1/09, CY)

Benchmarked Jurisdictions
Montgomery County, MD
Anne Arundel County, MD
Arlington County, VA
Fairfax County, VA
Howard County, MD
Loudoun County, VA
Prince George's County, MD
Prince William County, VA

In this benchmark, Montgomery County is being compared to 7 similar regional jurisdictions.



Comparing Montgomery County to Similar Jurisdictions

Indicator #1: Foreclosure Rate (Feb-May 09), Regional Comparison

Jurisdiction	Feb	Mar	Apr	May
Montgomery County	0.19	0.2	0.16	0.23
<i>Median value</i>	<i>0.21</i>	<i>0.24</i>	<i>0.24</i>	<i>0.25</i>
Anne Arundel County	0.07	0.08	0.09	0.07
Arlington County	0.06	0.09	0.1	0.09
Fairfax County	0.21	0.28	0.31	0.27
Howard County	0.12	0.08	0.11	0.07
Loudoun County	0.32	0.41	0.37	0.29
Prince George's County	0.33	0.39	0.37	0.41
Prince William County	0.46	0.66	0.76	0.63



More than +5%



Between +/- 5%



More than -5%

Montgomery County's foreclosure rate is slightly below the median.



Source: RealtyTrac

Foreclosures #4

18

07/10/2009



Comparing Montgomery County to Similar Jurisdictions

Indicator #2: Foreclosure Events over a 9-month period, Total Events

Regional Comparison

Jurisdiction	Sept-08	Oct-08	Nov-08	Dec-08	Jan-09	Feb-09	Mar-09	Apr-09	May-09
Montgomery County	245	654	438	618	609	700	716	592	828
Median value	368	597	461	530	483	477	564	485	560
Anne Arundel County	159	174	250	233	320	138	150	182	145
Arlington County	82	79	96	95	92	61	95	105	94
Fairfax County	1440	1264	1152	1311	901	820	1085	1195	1049
Howard County	71	73	86	89	135	130	85	110	78
Loudoun County	490	539	484	441	356	320	412	377	291
Prince George's County	938	934	1246	1741	1124	1046	1245	1170	1293
Prince William County	1491	1373	1014	1101	866	633	902	1044	860



More than +5%



Between +/- 5%



More than -5%

In May, total foreclosures events in Montgomery County were greater than the median.



Source: RealtyTrac

Foreclosures #4

Comparing Montgomery County to Similar Jurisdictions

Indicator #3: Median Home Sale Price, Regional Comparison

Jurisdiction	Q1/07	Q2/07	Q3/07	Q4/07	Q1/08	Q2/08	Q3/08	Q4/08	Q1/09
Montgomery County	\$431,583	\$454,917	\$455,667	\$416,833	\$408,833	\$424,833	\$388,667	\$347,250	\$324,500
<i>Median value</i>	\$428,950	\$433,967	\$436,667	\$409,667	\$367,725	\$381,317	\$360,317	\$328,167	\$312,150
Anne Arundel County	\$338,300	\$349,883	\$347,468	\$332,783	\$320,417	\$334,000	\$325,967	\$311,500	\$298,000
Arlington County	\$458,300	\$489,833	\$501,167	\$482,633	\$444,167	\$441,333	\$461,750	\$448,667	\$402,167
Fairfax County	\$453,717	\$474,733	\$464,583	\$425,000	\$398,333	\$403,833	\$360,317	\$328,167	\$312,150
Howard County	\$374,500	\$403,333	\$397,467	\$377,833	\$358,147	\$381,317	\$382,500	\$354,167	\$334,433
Loudoun County	\$428,950	\$433,967	\$436,667	\$409,667	\$367,725	\$353,333	\$335,000	\$308,333	\$297,317
Prince George's County	\$330,300	\$323,300	\$315,667	\$304,433	\$291,797	\$284,417	\$276,333	\$250,500	\$229,300
Prince William County	\$379,783	\$374,667	\$360,000	\$323,333	\$278,167	\$256,041	\$212,275	\$181,433	\$173,967



More than -5%



Between +/- 5%



More than +5%

The median home sale price in Montgomery County was greater than the median.



Source: MRIS

Foreclosures #4

20

07/10/2009



Comparing Montgomery County to Similar Jurisdictions

Indicator #4: Number of Home Sales, Regional Comparison

Jurisdiction	Q1/07	Q2/07	Q3/07	Q4/07	Q1/08	Q2/08	Q3/08	Q4/08	Q1/09
Montgomery County	839	1017	854	599	490	790	807	617	495
<i>Median value</i>	390	463	392	339	309	496	481	375	326
Anne Arundel County	519	617	542	383	336	435	411	305	263
Arlington County	217	289	240	169	137	213	221	154	126
Fairfax County	1101	1279	1080	798	724	1268	1335	1051	894
Howard County	269	348	290	205	159	267	257	162	143
Loudoun County	389	463	392	306	277	496	499	362	311
Prince George's County	708	716	566	426	309	402	462	375	326
Prince William County	390	438	381	339	384	732	879	804	670



More than -5%



Between +/- 5%



More than +5%

The number of home sales in Montgomery County were greater than the median.



Source: MRIS

Foreclosures #4

21

07/10/2009

CountyStat

Comparing Montgomery County to Similar Jurisdictions

Indicator #5: Average Days on Market, Regional Comparison

Jurisdiction	Q1/07	Q2/07	Q3/07	Q4/07	Q1/08	Q2/08	Q3/08	Q4/08	Q1/09
Montgomery County	93.7	76.7	74.7	102	116	101	97.3	110	118
<i>Median value</i>	105	77	78.7	106	124	105	103	110	102
Anne Arundel County	112	102	100	122	140	135	126	149	150
Arlington County	83.3	62.3	56	72.7	80	67.7	79	68.3	83
Fairfax County	108	77	78.7	104	124	95.7	93	97.3	102
Howard County	101	78.7	76.3	104	134	105	103	119	137
Loudoun County	134	112	99	108	122	110	103	95	102
Prince George's County	76	76	84	108	128	132	133	138	155
Prince William County	129	114	120	133	131	127	110	110	99



More than -5%



Between +/- 5%



More than +5%

In general, the average days on market in Montgomery County was greater than the median.



Source: MRIS

Foreclosures #4

Comparing Montgomery County to Similar Jurisdictions

Indicator #6: Unemployment Rate, Regional Comparison

Jurisdiction	Q1/07	Q2/07	Q3/07	Q4/07	Q1/08	Q2/08	Q3/08	Q4/08	Q1/09
Montgomery County, MD	2.8	2.7	2.7	2.6	2.7	3.0	3.4	3.7	4.9
Median	2.5	2.4	2.6	2.5	2.7	2.9	3.4	3.7	4.9
Anne Arundel County, MD	3.2	2.9	3.2	2.9	3.2	3.5	4.2	4.5	6.2
Arlington County, VA	1.9	1.9	1.9	1.9	2.2	2.3	2.6	2.9	4.2
Fairfax County, VA	2.1	2.1	2.2	2.1	2.5	2.6	3.0	3.2	4.6
Howard County, MD	2.6	2.5	2.7	2.5	2.6	2.9	3.4	3.7	4.9
Loudoun County, VA	2.1	2.0	2.1	2.1	2.5	2.6	3.0	3.2	4.6
Prince George's County, MD	3.8	3.6	3.7	3.5	3.8	4.0	4.8	5.2	6.8
Prince William County, VA	2.5	2.3	2.5	2.5	2.9	3.0	3.5	3.8	5.5



More than +5%



Between +/- 5%



More than -5%

In general, the unemployment rate in Montgomery County was close to the median.



Source: Bureau of Labor Statistics

Foreclosures #4

23

07/10/2009



Agenda

- Welcome and introductions
- Follow-ups from meeting #3
- Evaluating County foreclosure data
(How is the County doing against itself?)
- Comparing Montgomery County to similar jurisdictions
(How is the County doing compared to other jurisdictions?)
- **Measuring performance of County government**
(How is County government doing in addressing housing and foreclosure-related issues?)
 - Foreclosure-related measures
 - Affordable housing measures
- Wrap-up



Tracking County Government Performance Over Time

Summary

The County has several foreclosure-related programs.

- **Emergency cash assistance:** Cash assistance to prevent foreclosure resulted in those clients' ability to remain in good standing with the bank and preserve their housing to an unexpected degree
- **Foreclosure information workshops:** The County has held 29 workshops, serving approximately 3,000 individuals
 - In areas where there are a high number of foreclosure events, there is typically high attendance at the workshops. Areas with a low number of foreclosures, typically had low attendance at the workshops.
 - Based on the available data, there is no clear indication whether or not proximity to a workshop yields a change in the number of foreclosure events after a workshop.
- **Foreclosure prevention counseling:** Over 8 months, these agencies counseled 2,563 clients.
 - There were 870 (34%) reported positive outcomes. Of the clients with a reported outcome, 62 percent had their mortgage modified.
- **Vacant property reporting:** There were 858 reported vacant properties.
 - Only 12% of the are associated with lender purchases and notices of sale.



Tracking County Government Performance Over Time

Foreclosure Prevention Cash Assistance Grants: Program Purpose

- The Department of Health and Human Services, through one of its Housing Stabilization Programs, provides emergency financial assistance to families and adults who are at high risk of losing housing
- Social workers provide crisis intervention services to prevent foreclosures through case management and financial grants utilizing County and State funds
- To receive cash assistance for foreclosure prevention, a client must present documentation that he is in danger of defaulting on his mortgage payment

Cash assistance to prevent foreclosure is one part of a larger DHHS Emergency Services and Housing Stabilization strategy.



Source: DHHS

Foreclosures #4

26

07/10/2009

CountyStat

Tracking County Government Performance Over Time

Foreclosure Prevention Cash Assistance Grants: Analyzing Program Impact

- **To determine the impact of this program on a client's ability to remain in good standing on his mortgage, CountyStat relied on two data sources**

1. Client address data was provided by DHHS; these are DHHS clients who received cash assistance to prevent foreclosure.
2. Foreclosure event address data provided by the Maryland Department of Housing and Community Development (MDHCD). This data is provided to the State by RealtyTrac.

Clients by Dollars Received (\$)

Cash Assistance (\$Dollars)	No. of Clients
\$100-200	1
\$200-300	6
\$400-500	2
\$500-600	1
\$700-800	8
\$1,000-1,100	1
\$2,000-2,100	1
\$2,400-2,500	1
Total No. of Clients	21

FY08 data from DHHS includes the records of 21 clients who received some amount of cash assistance during FY08, totaling \$14,465.



Source: DHHS client files

Tracking County Government Performance Over Time

Foreclosure Prevention Cash Assistance Grants: Analyzing Program Impact

- Of the four client addresses that potentially match with the foreclosure data, only one appeared in the lender purchase category, meaning that the bank takes ownership of the property
- The other 17 client addresses do not appear in the MDHCD data set, meaning that property did not reach the threshold of receiving a notice of default

Percent of DHHS Clients with
Matched Addresses

Match Rate	%
Match	9.5%
Possible Match	9.5%
No match	81.0%

Foreclosure Details for Clients with Matched Addresses

Client	Foreclosure Detail
1	Default (2007 Q3; 2008 Q4)
2*	Default (2008 Q1), Notice of Sale (2008 Q1), Lender Purchase (2008 Q4)
3	Notice of Sale (2008 Q1)
4*	Default (2008 Q1, 2008 Q2)

*Possible match

Cash assistance to prevent foreclosure resulted in those clients' ability to remain in good standing with the bank and preserve their housing to an unexpected degree.



Source: DHHS Client files; MDHCD foreclosure data provided to State by RealtyTrac

Tracking County Government Performance Over Time

Foreclosure Information Workshops: Analyzing Program Impact

DHCA partners with County municipalities, Regional Service Centers and others to provide foreclosure outreach and education workshops. CountyStat compared the foreclosures within 1 mile of the workshop to that workshop's attendance level

Findings

- 75% of workshops held in areas with very high and high foreclosures had a comparable level of attendance
- 77% held in areas with low and very low foreclosures had a comparable level of attendance

Foreclosures	No. of Workshops	Workshop Attendance				
		Very High	High	Moderate	Low	Very Low
Very High	3	1	1	0	1	0
High	5	2	1	1	1	0
Moderate	8	2	3	2	1	0
Low	10	1	0	1	3	5
Very Low	3	0	0	1	2	0
Totals	29	6	5	5	8	5

CountyStat recommends that future workshops be held in locations where there is demonstrated need in terms of the number of foreclosure events.



Source: DHCA; RealtyTrac

Additional information on workshop locations and rating scale are provided in the appendix (slides 56-57)

Foreclosures #4

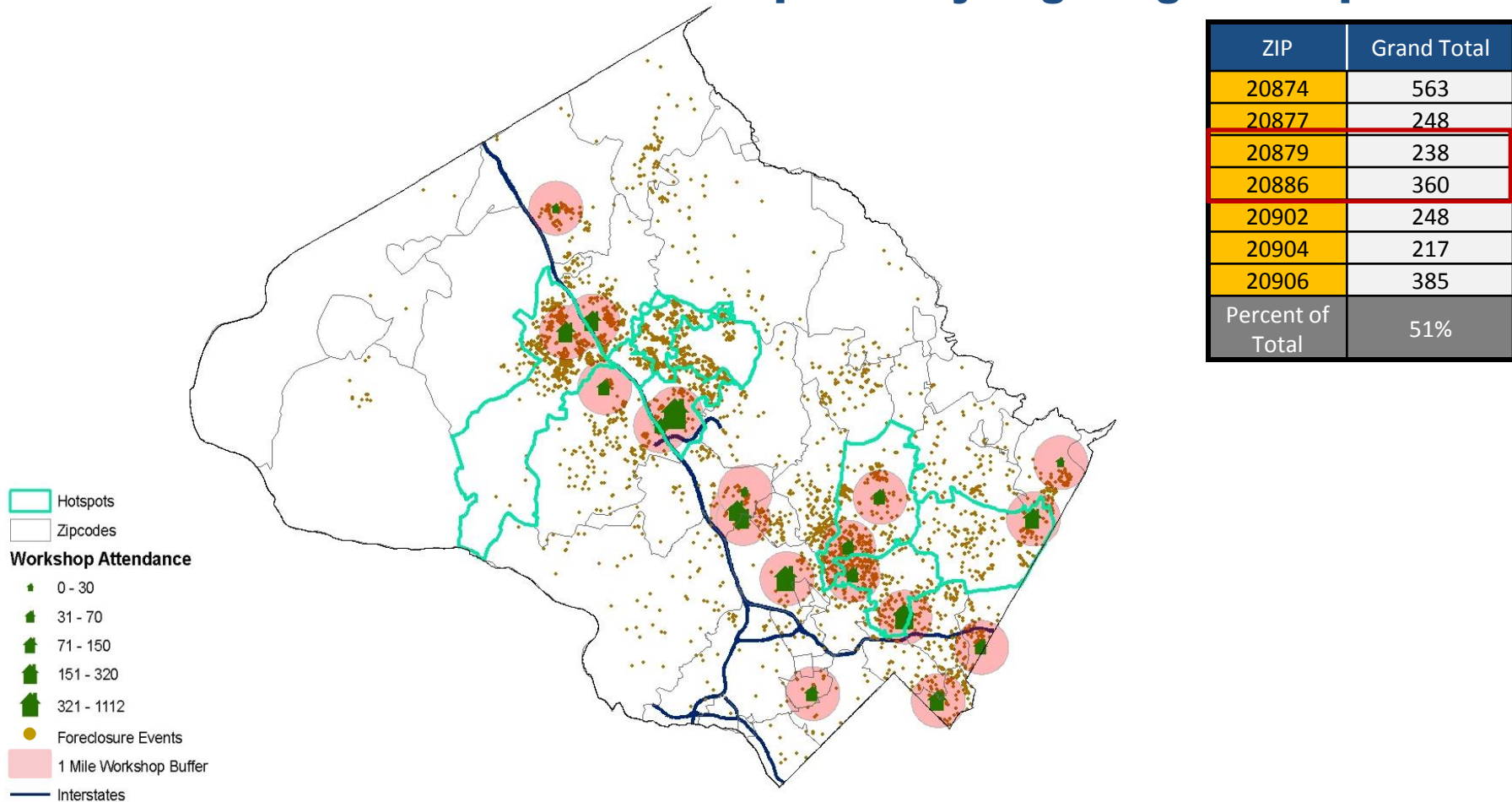
29

07/10/2009



Tracking County Government Performance Over Time

Foreclosure Information Workshops: Analyzing Program Impact



In areas where there are a high number of foreclosure events, there is typically high attendance at the workshops.



Source: DHCA; RealtyTrac

Foreclosures #4

30

07/10/2009

CountyStat

Map: Notices of sale and lender purchases (2007Q1-2009Q1) information workshop attendance, 1 mile buffer

Tracking County Government Performance Over Time

Foreclosure Prevention Counseling: Analyzing Program Impact

Counseling Center Client Outcomes

Counseling Centers	Reporting Period	Number of Clients Counseled	Number of Reported Positive Outcomes	Percent of Positive Outcomes Reported
Homefree-USA	9/08-4/09	2,101	713	34%
Latino Economic Development Corporation	9/08-4/09	392	153	39%
Housing Initiative Partnership (HIP)	1/09-4/09	70	4	6%
Total		2,563	870	34%

- The County contracts with three housing counseling agencies to perform foreclosure counseling for County residents
- Over 8 months, these agencies counseled 2,563 clients and reported 870 (34%) positive outcomes

Of the clients with a reported outcome, 62 percent had their mortgage modified.

*Currently, it is not possible to link counseling client data to foreclosure outcomes. To determine if counseling prevented foreclosures in the near or long term, client address information needs to be collected and linked to properties that are in foreclosure.

Source: DHCA

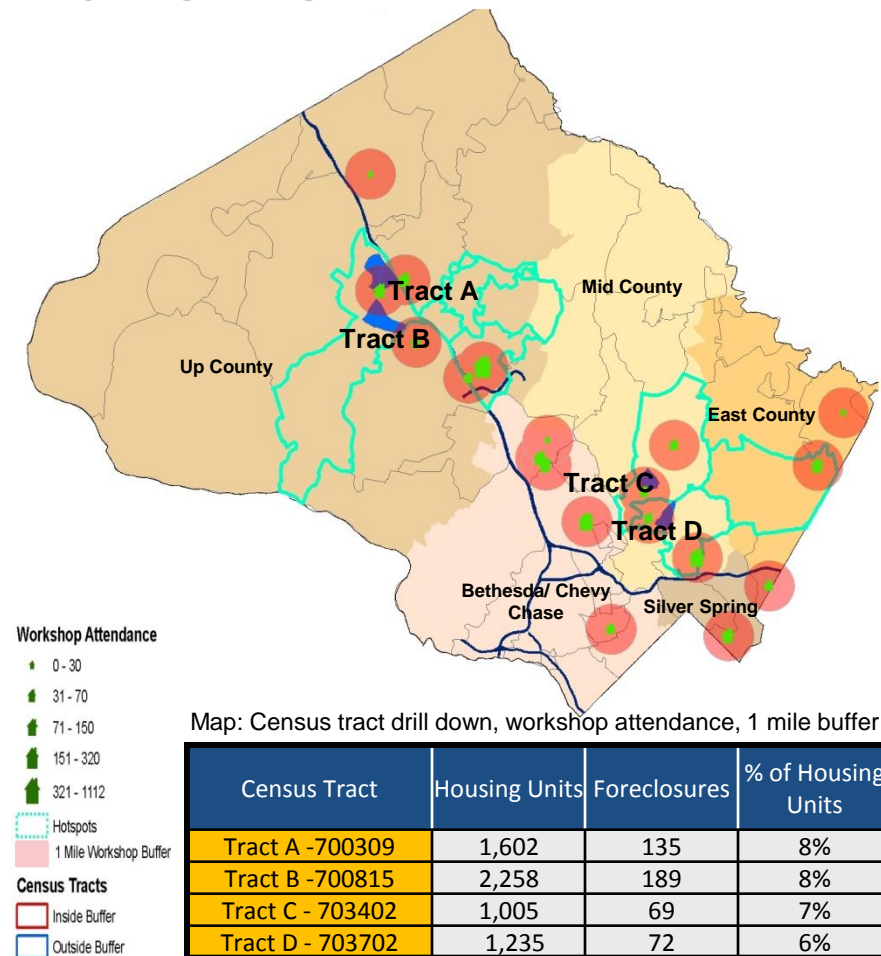


Tracking County Government Performance Over Time

Foreclosure Information Workshops: Analyzing Program Impact

DHCA delivers workshops to provide foreclosure prevention information to residents in a variety of locations in the County.

- CountyStat analyzed whether areas in which a workshop was held experienced a decrease in foreclosures in the quarter after the workshop
- The map displays the locations of the areas analyzed



There is no clear indication whether or not proximity to a workshop yields a change in the number of foreclosure events after a workshop.



Tracking County Government Performance Over Time

Foreclosure Information Workshops: Analyzing Program Impact

Methodology

- **To determine which areas in the County to analyze, CountyStat developed a selection criteria**
 - Includes cumulative foreclosure data (lender purchases and notices of sale) between 2007Q1 to 2009Q1, DHCA's reported vacant property data, and Census tracts to normalize this data by housing density
 - Selected four Census tracts: Each of the top 2 Census tracts with the highest number of foreclosure events per housing unit, from the two most affected Regional Service areas (Up County and Mid County)
- **Compared these 4 locations ("treatment areas") with locations inside the hotspots and greater than 1-mile from a workshop**

Selected Census tracts inside workshop buffer (within 1-mile), "treatment areas"

Census Tracts	W/in 1-mi of work shop	Date workshop held (Year/Quarter)	Qu. before/ Qu. after - % change in total no. of foreclosure events	Qu. before workshop - Defaults	Qu. of workshop - Defaults still in foreclosure	Qu. after workshop - Defaults still in foreclosure	% of defaults before workshop still in foreclosure after workshop	Units with multiple foreclosure events
Tract A	Y	08Q2	-43%	11	8	6	55%	77
Tract B	Y	08Q2	-35%	17	9	3	18%	136
Tract C	Y	08Q4	175%	3	1	1	33%	57
Tract D	Y	08Q3	0%	14	1	3	21%	54

Up
County
Mid
County



Tracking County Government Performance Over Time

Foreclosure Information Workshops: Analyzing Program Impact

Findings

Treatment Area	Number of Tracts Compared	All Foreclosure Types Still in Foreclosure After a Workshop (Outside the Treatment Area)	Defaults Still in Foreclosure After a Workshop (Outside the Treatment Area)
Tract A	11	36% of the cases had a higher rate of foreclosure after a workshop	100% of cases had a lower rate of defaults still in foreclosure
Tract B	11	36% of the cases had a higher rate of foreclosure after a workshop	72% of cases had a lower rate of defaults still in foreclosure
Tract C	8	13% of the cases had a higher rate of foreclosure after a workshop	63% of cases had a lower rate of defaults still in foreclosure
Tract D	8	25% of the cases had equal or greater rate of foreclosure after a workshop	38% of cases had a lower rate of defaults still in foreclosure

- In the majority of cases analyzed, there are lower rates of foreclosure inside the treatment area
- When analyzing foreclosures on a unit level, in the majority of cases, there are lower rates of defaults still in foreclosure outside the treatment area
- To perform a more thorough analysis, more data on individual outcomes from workshops would need to be collected

Based on the above analysis, there is no clear indication whether or not proximity to a workshop yields a change in the number of foreclosure events after a workshop.



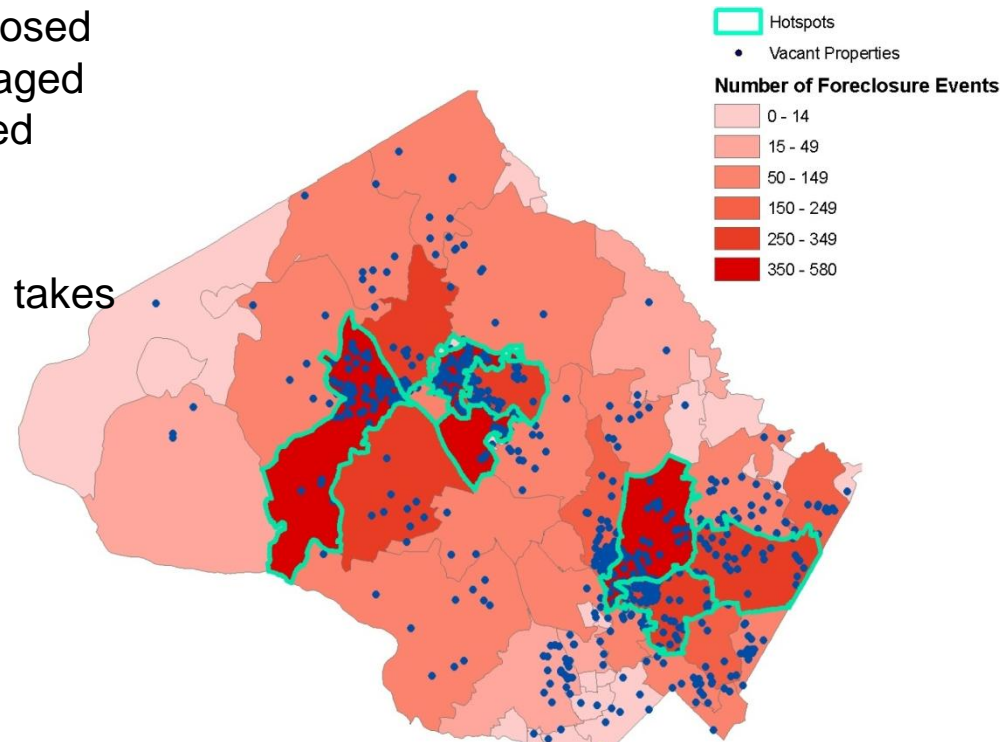
Additional information on foreclosures in the comparison group is provided in the appendix (slide 63)

Tracking County Government Performance Over Time

Vacant Property Reporting: Analyzing Program Impact

Vacant properties pose a number of potential problems for neighborhoods

- To alleviate problems posed by foreclosed vacant properties, DHCA has encouraged residents to report known or suspected vacant properties that are not being properly monitored and maintained
- DHCA then inspects the property and takes appropriate action
- CountyStat analyzed the overlap of foreclosures and reported vacancies



Map: Vacant Properties in Relation to Lender Purchases and Notices of Sale Foreclosure Events (2008Q2 to 2009Q1)

Only 12% of the 858 reported vacant properties are associated with lender purchases and notices of sale.

Source: DHCA, RealtyTrac

Foreclosures #4

35

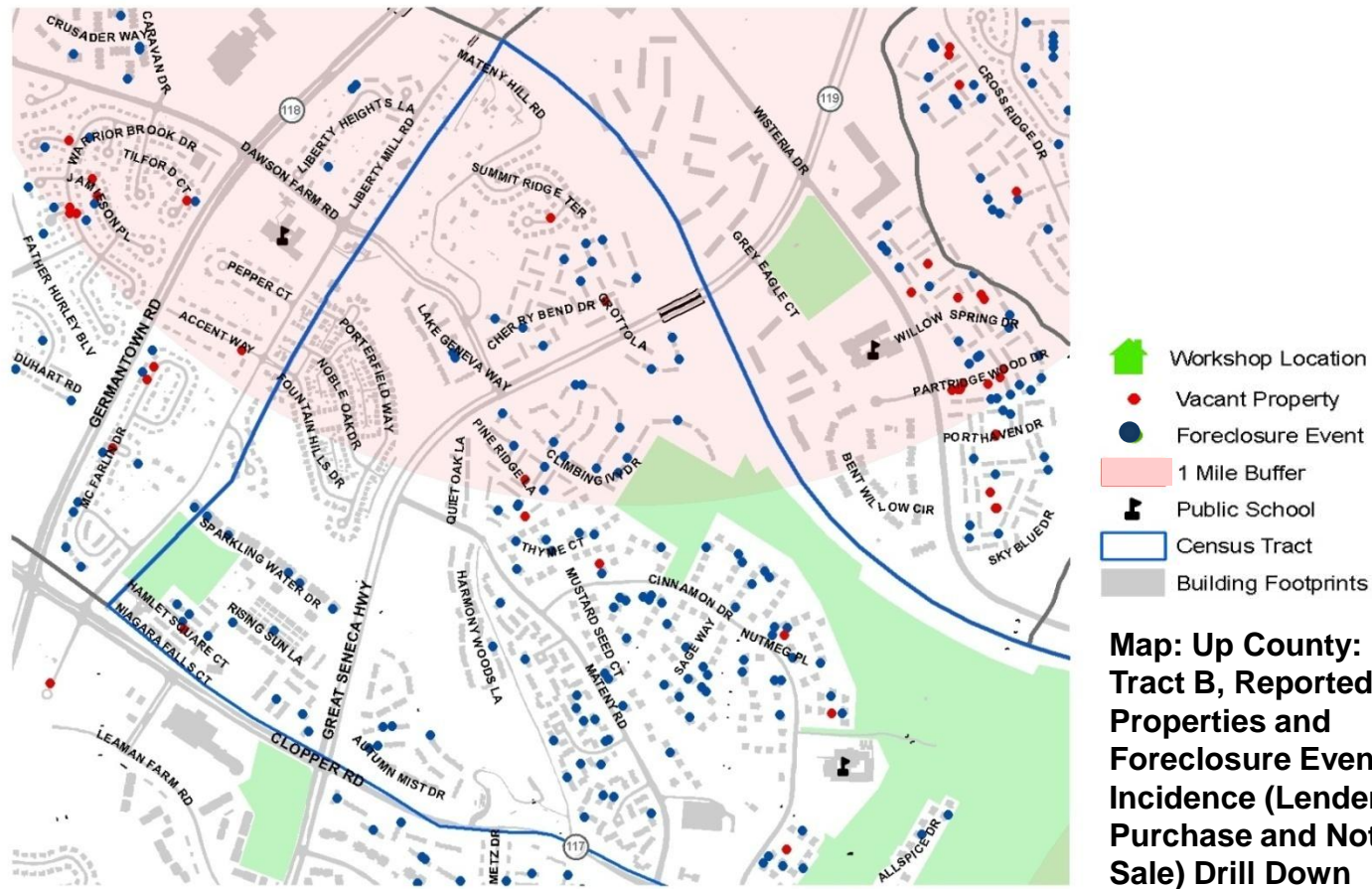
07/10/2009

CountyStat



Tracking County Government Performance Over Time

Vacant Property Reporting: Analyzing Program Impact



Vacant properties reporting does not appear to coincide with foreclosure events, even when only taking into account the later stages of foreclosure, when those properties are more likely to be vacant.



Source: DHCA; RealtyTrac

Foreclosures #4

36

07/10/2009

CountyStat

Agenda

- Welcome and introductions
- Follow-ups from meeting #3
- Evaluating County foreclosure data
(How is the County doing against itself?)
- Comparing Montgomery County to similar jurisdictions
(How is the County doing compared to other jurisdictions?)
- **Measuring performance of County government**
(How is County government doing in addressing housing and foreclosure-related issues?)
 - Foreclosure-related measures
 - **Affordable housing measures**
- Wrap-up



Tracking County Government Performance Over Time

Housing Performance Measures

- **Cost per unit of affordable housing units preserved**
- **Cost per unit of affordable housing units produced**
- **Number of housing units improved/rehabilitated**
- **Total affordable housing units produced and preserved –**

(Includes no cost units, units funded and available for occupancy, and units that have been funded and are in the pipeline)

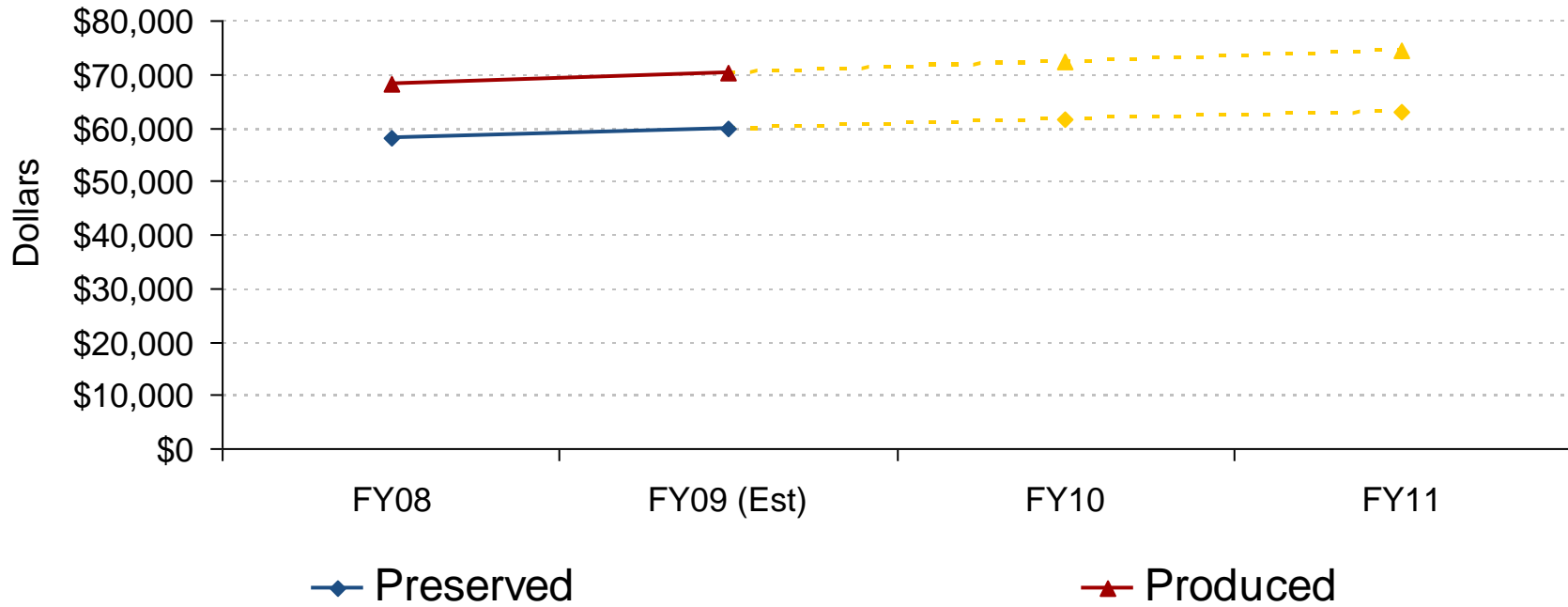
- **Number of produced affordable housing units funded by the County** (Includes units that are available for occupancy and those in the production pipeline)
- **Number of affordable housing units produced and available for occupancy** (Includes both units funded by the County and those obtained through no cost to the County)
- **Number of preserved affordable housing units funded by the County** (Includes units that are available for occupancy and those in the preservation pipeline)
- **Number of affordable housing units preserved and available for occupancy** (Includes both units funded by the County and those obtained through no cost to the County)

The County's affordable housing stock has increased over FY08 by 175 units.



Housing Performance Measures

Cost per unit of affordable housing units preserved/produced

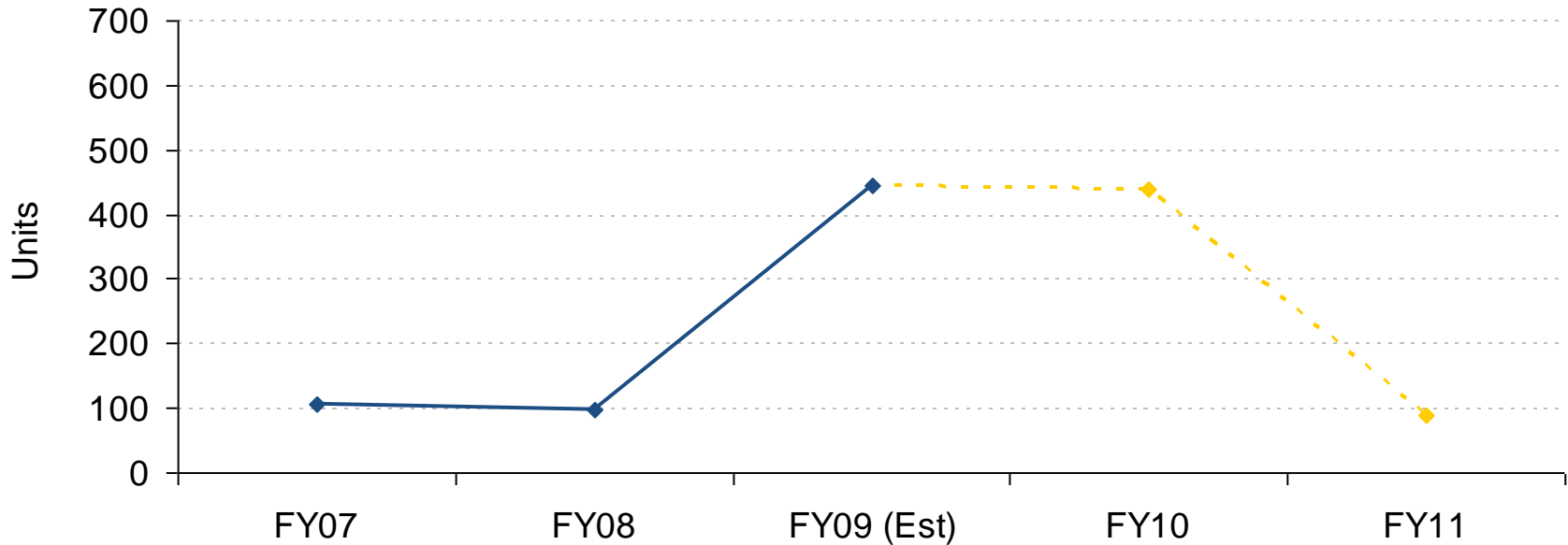


	FY08	FY09 (Est)	FY10	FY11
Preserved	\$57,932	\$59,670	\$61,460	\$63,000
Produced	\$68,270	\$70,320	\$72,430	\$74,600



Housing Performance Measures

Number of housing units improved/rehabilitated



	FY07	FY08	FY09 (Est)	FY10	FY11
No. of Units	106	98	446	440	90



Housing Performance Measures

Affordable housing units produced and preserved

Measure	Measure Type	FY08	FY09 (est)	Change
Total affordable housing units produced and preserved - Includes no cost units, units funded and available for occupancy, and units that have been funded and are in the pipeline	Headline Measure	1,674	1,849	↑175 units
Number of produced affordable housing units funded by the County - Includes units in the production pipeline	Supporting Measure	336	218	↓118 units
Number of affordable housing units produced and available for occupancy - Includes both units funded by the County and those obtained through no cost to the County	Supporting Measure	219	1018	↑799 units
Number of preserved affordable housing units funded by the County - Includes units in the preservation pipeline	Supporting Measure	954	190	↓764 units
Number of affordable housing units preserved and available for occupancy - Includes both units funded by the County and those obtained through no cost to the County	Supporting Measure	165	423	↑258 units



Meeting #4 Outcomes

- Evaluate the current state of foreclosure events in the County and compare to previous quarters
 - Outcome: Foreclosures are on the rise in the County. Based on the number of foreclosure events in first two months of the 2nd quarter of 2009, the County is likely to experience another increase.
- Assess how the County is doing compared to other similar jurisdictions on housing indicators
 - Outcome: In several key indicators, the County is moving away from the trend of the benchmarked median.



Wrap up

- Follow-up items



Appendix: Zip Codes and Related Community Names

Zip Code	Community Name	Zip Code	Community Name
20812	Glen Echo	20853	Rockville (Twinbrook)
20814	Bethesda	20854	Potomac
20815	Chevy Chase	20855	Derwood
20816	Bethesda	20860	Sandy Spring
20817	West Bethesda	20861	Ashton
20818	Cabin John	20862	Brinklow
20832	Olney	20866	Burtonsville
20833	Brookeville	20868	Spencerville
20837	Poolesville	20871	Clarksburg
20838	Barnesville	20872	Damascus
20839	Beallsville	20874	Germantown
20841	Boyd's	20876	Germantown
20842	Dickerson	20877	Gaithersburg
20850	Rockville	20878	Gaithersburg
20851	Rockville (Twinbrook)	21797	Woodbine
20852	Rockville	20879	Gaithersburg

Zip Code	Community Name	Zip Code	Community Name
20880	Washington Grove	20912	Silver Spring
20833	Brookeville	21771	Mt. Airy
20882	Gaithersburg		
20886	Montgomery Village		
20889	Bethesda		
20892	Bethesda		
20894	Bethesda		
20895	Kensington		
20896	Garrett Park		
20901	Silver Spring		
20902	Silver Spring		
20903	Silver Spring		
20904	Silver Spring		
20905	Silver Spring		
20906	Silver Spring		
20910	Silver Spring		



Appendix: Foreclosure Events Over Time by Zipcode

Notices of default

Zip	2007 Q1	2007 Q2	Percent Change	2007 Q3	Percent Change	2007 Q4	Percent Change	2008 Q1	Percent Change	2008 Q2	Percent Change	2008 Q3	Percent Change	2008 Q4	Percent Change	2009 Q1	Percent Change
Unknown	0	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	157	15700%	0	-100%
20814	1	9	800%	4	-56%	5	25%	5	0%	9	80%	3	-67%	2	-33%	2	0%
20815	0	6	600%	2	-67%	4	100%	2	-50%	3	50%	1	-67%	5	400%	2	-60%
20816	0	2	200%	5	150%	3	-40%	1	-67%	6	500%	0	-100%	0	0%	5	500%
20817	0	7	700%	6	-14%	7	17%	4	-43%	8	100%	4	-50%	4	0%	10	150%
20818	0	1	100%	0	-100%	1	100%	0	-100%	0	0%	0	0%	0	0%	0	0%
20832	3	10	233%	9	-10%	14	56%	8	-43%	26	225%	6	-77%	10	67%	24	140%
20833	0	2	200%	5	150%	1	-80%	1	0%	5	400%	1	-80%	4	300%	7	75%
20837	2	3	50%	1	-67%	3	200%	2	-33%	3	50%	2	-33%	6	200%	7	17%
20838	0	0	0%	0	0%	1	100%	0	-100%	0	0%	0	0%	0	0%	0	0%
20841	0	1	100%	4	300%	7	75%	5	-29%	9	80%	3	-67%	16	433%	12	-25%
20842	0	0	0%	1	100%	0	-100%	0	0%	0	0%	1	100%	0	-100%	0	0%
20850	2	10	400%	11	10%	14	27%	14	0%	23	64%	5	-78%	19	280%	23	21%
20851	1	4	300%	10	150%	4	-60%	6	50%	18	200%	12	-33%	13	8%	22	69%
20852	1	13	1200%	11	-15%	12	9%	17	42%	23	35%	14	-39%	11	-21%	25	127%
20853	2	12	500%	22	83%	21	-5%	24	14%	44	83%	27	-39%	35	30%	44	26%
20854	4	12	200%	9	-25%	12	33%	10	-17%	15	50%	7	-53%	17	143%	19	12%
20855	4	5	25%	5	0%	6	20%	10	67%	17	70%	9	-47%	9	0%	10	11%
20860	0	0	0%	2	200%	2	0%	2	0%	2	0%	0	-100%	1	100%	3	200%
20861	0	0	0%	1	100%	2	100%	0	-100%	1	100%	0	-100%	2	200%	0	-100%
20862	0	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	2	200%	0	-100%
20866	1	6	500%	20	233%	15	-25%	12	-20%	18	50%	19	6%	15	-21%	38	153%
20868	0	1	100%	0	-100%	0	0%	1	100%	1	0%	0	-100%	2	200%	1	-50%
20871	4	14	250%	9	-36%	14	56%	14	0%	26	86%	10	-62%	12	20%	15	25%
20872	2	8	300%	11	38%	9	-18%	5	-44%	13	160%	4	-69%	15	275%	19	27%
20874	9	41	356%	59	44%	68	15%	72	6%	138	92%	64	-54%	80	25%	130	63%
20876	4	15	275%	20	33%	17	-15%	26	53%	58	123%	19	-67%	41	116%	52	27%
20877	4	29	625%	24	-17%	30	25%	43	43%	78	81%	39	-50%	30	-23%	72	140%
20878	5	28	460%	18	-36%	33	83%	37	12%	65	76%	28	-57%	18	-36%	57	217%
20879	4	18	350%	37	106%	31	-16%	29	-6%	61	110%	32	-48%	52	63%	71	37%
20880	0	0	0%	0	0%	0	0%	0	0%	1	100%	0	-100%	0	0%	0	0%
20882	1	10	900%	4	-60%	3	-25%	7	133%	17	143%	6	-65%	12	100%	12	0%
20886	9	42	367%	46	10%	37	-20%	51	38%	104	104%	40	-62%	54	35%	81	50%
20895	4	3	-25%	5	67%	7	40%	2	-71%	10	400%	3	-70%	11	267%	14	27%
20901	5	18	260%	24	33%	15	-38%	16	7%	26	63%	19	-27%	31	63%	34	10%
20902	5	30	500%	22	-27%	31	41%	35	13%	70	100%	25	-64%	56	124%	63	13%
20903	3	4	33%	10	150%	10	0%	12	20%	25	108%	6	-76%	15	150%	21	40%
20904	7	22	214%	27	23%	38	41%	39	3%	61	56%	24	-61%	38	58%	59	55%
20905	3	6	100%	13	117%	11	-15%	12	9%	34	183%	11	-68%	10	-9%	28	180%
20906	8	48	500%	49	2%	46	-6%	68	48%	112	65%	44	-61%	59	34%	106	80%
20910	5	17	240%	12	-29%	12	0%	13	8%	17	31%	5	-71%	5	0%	15	200%
20912	0	9	900%	9	0%	10	11%	8	-20%	16	100%	11	-31%	11	0%	14	27%
Total	103	466		527		556		613		1,163		504		880		1,117	

Appendix: Foreclosure Events Over Time by Zipcode

Lender purchases and notices of sale

Zip	2007 Q1	2007 Q2	Percent Change	2007 Q3	Percent Change	2007 Q4	Percent Change	2008 Q1	Percent Change	2008 Q2	Percent Change	2008 Q3	Percent Change	2008 Q4	Percent Change	2009 Q1	Percent Change
Unknown	0	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	122	12200%	0	-100%
20814	1	0	-100%	4	400%	8	100%	7	-13%	0	-100%	2	200%	2	0%	4	100%
20815	1	1	0%	2	100%	2	0%	4	100%	0	-100%	0	0%	0	0%	1	100%
20816	0	0	0%	1	100%	1	0%	6	500%	0	-100%	0	0%	1	100%	1	0%
20817	2	2	0%	8	300%	5	-38%	5	0%	0	-100%	3	300%	2	-33%	4	100%
20818	0	0	0%	1	100%	0	-100%	0	0%	0	0%	0	0%	0	0%	0	0%
20832	1	2	100%	4	100%	18	350%	26	44%	3	-88%	8	167%	10	25%	11	10%
20833	0	0	0%	1	100%	2	100%	2	0%	1	-50%	1	0%	3	200%	5	67%
20837	0	0	0%	0	0%	5	500%	5	0%	1	-80%	0	-100%	3	300%	1	-67%
20841	0	0	0%	4	400%	2	-50%	7	250%	1	-86%	6	500%	10	67%	9	-10%
20842	0	0	0%	1	100%	0	-100%	0	0%	1	100%	0	-100%	2	200%	1	-50%
20850	1	2	100%	11	450%	23	109%	27	17%	5	-81%	11	120%	13	18%	13	0%
20851	0	1	100%	2	100%	11	450%	18	64%	4	-78%	3	-25%	11	267%	10	-9%
20852	1	2	100%	4	100%	11	175%	22	100%	3	-86%	13	333%	6	-54%	7	17%
20853	3	4	33%	14	250%	35	150%	29	-17%	4	-86%	14	250%	33	136%	39	18%
20854	2	3	50%	7	133%	16	129%	19	19%	1	-95%	4	300%	8	100%	18	125%
20855	1	1	0%	2	100%	8	300%	11	38%	1	-91%	6	500%	7	17%	8	14%
20860	0	0	0%	1	100%	0	-100%	2	200%	0	-100%	0	0%	1	100%	1	0%
20861	0	1	100%	0	-100%	0	0%	1	100%	0	-100%	0	0%	0	0%	2	200%
20866	4	7	75%	9	29%	20	122%	23	15%	8	-65%	8	0%	13	63%	24	85%
20868	0	1	100%	0	-100%	0	0%	1	100%	0	-100%	2	200%	2	0%	2	0%
20871	1	2	100%	7	250%	16	129%	23	44%	6	-74%	15	150%	23	53%	11	-52%
20872	0	3	300%	5	67%	14	180%	14	0%	4	-71%	7	75%	11	57%	13	18%
20874	14	19	36%	47	147%	90	91%	132	47%	19	-86%	55	189%	65	18%	122	88%
20876	3	9	200%	21	133%	38	81%	53	39%	7	-87%	18	157%	26	44%	40	54%
20877	5	8	60%	18	125%	35	94%	60	71%	9	-85%	33	267%	30	-9%	50	67%
20878	5	12	140%	18	50%	46	156%	46	0%	9	-80%	23	156%	24	4%	34	42%
20879	2	3	50%	12	300%	43	258%	56	30%	9	-84%	17	89%	46	171%	50	9%
20880	0	0	0%	0	0%	0	0%	1	100%	0	-100%	0	0%	0	0%	0	0%
20882	3	3	0%	6	100%	7	17%	19	171%	1	-95%	3	200%	6	100%	12	100%
20886	9	8	-11%	21	163%	61	190%	92	51%	12	-87%	38	217%	43	13%	76	77%
20895	1	1	0%	2	100%	6	200%	15	150%	0	-100%	1	100%	8	700%	4	-50%
20901	1	6	500%	11	83%	21	91%	31	48%	4	-87%	12	200%	12	0%	29	142%
20902	4	12	200%	20	67%	41	105%	54	32%	5	-91%	30	500%	37	23%	45	22%
20903	1	3	200%	3	0%	8	167%	14	75%	2	-86%	10	400%	18	80%	19	6%
20904	4	7	75%	21	200%	41	95%	56	37%	11	-80%	23	109%	22	-4%	32	45%
20905	1	3	200%	5	67%	22	340%	29	32%	3	-90%	5	67%	13	160%	14	8%
20906	6	7	17%	20	186%	69	245%	94	36%	14	-85%	43	207%	44	2%	88	100%
20910	0	5	500%	5	0%	18	260%	12	-33%	2	-83%	7	250%	11	57%	15	36%
20912	3	1	-67%	10	900%	14	40%	19	36%	4	-79%	5	25%	9	80%	13	44%
Total	80	139		328		757		1035		154		426		697		828	



Appendix: Foreclosure Information Workshops

Supplementary Information

Workshop Locations

Workshop #	Location	City, Zip
0	Executive Office Building	Rockville, 20850
1	Executive Office Building	Rockville, 20850
2	116 Duvall Lane,	Gaithersburg, 20877
3	St. Rose of Lima Church	Gaithersburg, 20877
4	St. Catherine Laboure	Wheaton, 20902
5	Loiderman Middle School	Wheaton, 20906
6	Upcounty Regional Services Center	Germantown, 20874
7	Sligo Middle School	Silver Spring, 20902
8	St. Camillus School	Silver Spring, 20903
9	The Viking Center	Burtonsville, 20866
10	Montgomery College	Germantown, 20876
11	Clarksburg	Clarksburg, 20871
12	Argyle Middle School	Silver Spring, 20906
13	Richard Montgomery High School	Rockville, 20852
14	Eastern Montgomery Regional Service Center	Silver Spring, 20904
15	Eastern Montgomery Regional Services Center	Silver Spring, 20904
16	Bethesda/Chevy Chase Regional Center	Bethesda, 20814
17	Bethesda/Chevy Chase Regional Center	Bethesda, 20814
18	8th Annual Montgomery County Housing Fair and Financial Fitness Day	Gaithersburg, 20877
19	Activity Center at Bohrer Park,	Gaithersburg, 20877
20	8th Annual Montgomery County Housing Fair and Financial Fitness Day, Activity Center at Borer Park	Gaithersburg, 20877
21	Bethesda North Marriot Conference Center	North Bethesda, 20852
22	Mount Calvary Baptist Church	Rockville, 20850
23	Sligo Middle School	Silver Spring, 20902
24	Takoma Park Community Center	Takoma Park, 20912
25	City of Takoma Park	Takoma Park, 20912
26	Takoma Park Community Center	Takoma Park, 20912
27	City of Takoma Park	Takoma Park, 20912
28	Takoma Park Community Center	Takoma Park, 20912

Source: DHCA; RealtyTrac



Tracking County Government Performance Over Time

Foreclosure Information Workshops: Analyzing Program Impact

Workshop ranking scale

Category	Workshop Attendance	All Foreclosures
Very Low	0-24	0-78
Low	25-49	79-165
Moderate	50-69	166-233
High	70-99	234-390
Very High	100-1000	391-548
<i>Type of breaks used:</i>	<i>Quantile</i>	<i>Natural Breaks</i>

Workshop	All Foreclosure Events Within 1-Mile	Workshop Attendance
0	Moderate	High
1	Moderate	Moderate
2	High	Moderate
3	Very Low	Moderate
4	Very High	High
5	Very High	Low
6	Very High	Very High
7	Moderate	Moderate
8	Low	Moderate
9	Low	Very Low
10	High	Very High
11	Low	Low
12	Moderate	High
13	Moderate	Very High
14	Moderate	High
15	Moderate	Low
16	Very Low	Low
17	Very Low	Low
18	High	High
19	High	Low
20	High	Very High
21	Low	Very High
22	Low	Low
23	Moderate	Very High
24	Low	Very Low
25	Low	Low
26	Low	Very Low
27	Low	Very Low
28	Low	Very Low

No difference
 1 category difference
 >1 category difference



Source: DHCA; RealtyTrac

Appendix: Foreclosure Information Workshops

Supplementary Information

Up County - Analysis of change in foreclosure events in the quarter after a workshop was held – all tracts included

Census tract	W/in 1-mi of workshop	Yr/Qu workshop held	Qu before/Qu after % change in total no. of foreclosure events	% of defaults before workshop still in foreclosure after workshop	Units with multiple foreclosure events	Qu before/Qu after % change in total no. of foreclosure events		% of defaults before workshop still in foreclosure after workshop	
						Diff. between comparison tracts and Tract A	Diff. between comparison tracts and Tract B	Diff. between comparison tracts and Tract B	Diff. between comparison tracts and Tract B
Tract A	Y	08Q2	-43%	55%	77	0%	-8%	0%	-37%
Tract B	Y	08Q2	-35%	18%	136	8%	0%	37%	0%
700102	N	08Q2	-58%	7%	161	-15%	-23%	48%	11%
700308	N	08Q2	-50%	0%	8	-7%	-15%	55%	18%
700604	N	08Q2	0%	0%	11	43%	35%	55%	18%
700712	N	08Q2	-33%	30%	75	10%	2%	25%	-12%
700713	N	08Q2	-67%	0%	46	-24%	-32%	55%	18%
700715	N	08Q2	-52%	7%	77	-9%	-17%	48%	11%
700716	N	08Q2	-56%	22%	110	-13%	-21%	33%	-4%
700810	N	08Q2	-50%	0%	68	-7%	-15%	55%	18%
700811	N	08Q2	-50%	10%	73	-7%	-15%	45%	8%
700812	N	08Q2	-30%	0%	46	13%	5%	55%	18%
700813	N	08Q2	-4%	29%	80	39%	31%	26%	-11%



Appendix: Foreclosure Information Workshops

Supplementary Information

Mid County - Analysis of change in foreclosure events in the quarter after a workshop was held – all tracts included

Census tract	W/in 1-mi of work-shop	Yr/Qu work-shop held	Qu before/ Qu after % change in total no. of foreclosure events	% of defaults before workshop still in foreclosure after workshop	Units with multiple foreclosure events	Qu before/Qu after % change in total no. of foreclosure events		% of defaults before workshop still in foreclosure after workshop	
						Diff. between comparison tracts and Tract C	Diff. between comparison tracts and Tract D	Diff. between comparison tracts and Tract C	Diff. between comparison tracts and Tract D
Tract C	Y	08Q3	175%	33%	57	0%	na	0%	na
Tract D	Y	08Q4	0%	21%	54	na	0%	na	0%
701415	N	08Q3	100%	0%	47	-75%	na	33%	na
		08Q4	70%	0%		na	70%	na	21%
701503	N	08Q3	67%	50%	69	-108%	na	-17%	na
		08Q4	29%	25%		na	29%	na	-4%
701506	N	08Q3	200%	0%	34	25%	na	33%	na
		08Q4	43%	0%		na	43%	na	21%
701507	N	08Q3	100%	33%	21	-75%	na	0%	na
		08Q4	-25%	25%		na	-25%	na	-4%
703203	N	08Q3	100%	100%	35	-75%	na	-67%	na
		08Q4	100%	100%		na	100%	na	-79%
703207	N	08Q3	50%	0%	10	-125%	na	33%	na
		08Q4	300%	na		na	300%	na	na
703208	N	08Q3	140%	0%	34	-35%	na	33%	na
		08Q4	-25%	0%		na	-25%	na	21%
703213	N	08Q3	-25%	75%	43	-200%	na	-42%	na
		08Q4	0%	100%		na	0%	na	-79%

